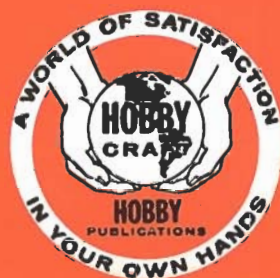


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Command Study

By Rick Mataka, Special Projects Editor



1978 was an extremely good year for the Wargaming, Boardgaming and Military Miniature Industry. Considering the country is in a recession, manufacturers reported their total 1978 income as \$6,667,100—50% greater sales than the previous year. (Military Miniatures are not included in these figures.) To some, this may be surprising, but to those who know, it proves Wargaming, Boardgaming and Military Miniatures are here to stay.

Unlike past years where many consumers bought every game published, 1978 was the year of the selective buyer. He now purchased games that caught his interest. Games had to be well designed and of high quality. Manufacturers, having realized this began new packaging techniques with four color covers or boxes. Internal components have also been upgraded and the games are being thoroughly play tested. No longer are there rule books where charts have been ripped out all through the book. All are now placed in the center or on special cards that are provided with the book. All boardgames now have die-cut counters of fine quality. The Industry is maturing and with it the consumer is becoming aware that he likes quality and will not settle just for quantity.

Almost the same criteria holds true for the Military Miniatures. These manufacturers have also begun to realize the importance of packaging. Many are now converting their lines to blister packs. It allows the buyer to examine the products before purchase. There are no longer drab eyesores as most products are now colorfully packaged and easily rack mounted. One company has even designed a colorful box for their

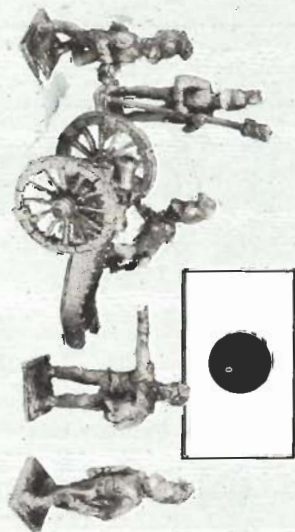
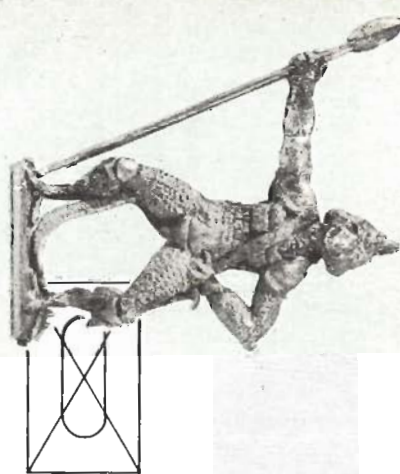
miniatures that doubles as a storage device when not in use. Many companies are experimenting with new casting alloys so that they can get a higher degree of detail. All of these efforts are to make the products more desirable to consumers.

1978 also saw some trends develop. Games and miniatures are now being sold under licensing agreements. This allows those items to use the title of a well-known book or character. The small, inexpensive, fairly simple games have done extremely well. Many of the companies will be expanding into this area. Sales for collectors scale miniatures have also increased. Many gamers are now painting these as conversation pieces. Fantasy and Science Fiction gaming is no longer considered a passing fad. More of these type games and miniatures are now being produced with no end in sight. All of these things are items to be aware of as the new year begins.

The manufacturers now know what the retail market can do for them. A sign of this is the number of companies that are joining the HIA. This year sees more Wargaming, Boardgaming and Military Miniature companies attending the HIA Show than in any previous year. It is not only these companies that see the growth of this Industry, but also other companies whose products can be used by the gamers.

Each month new products are released to the retailers. Now you can get a preview of what's coming as well as talk to the people who are responsible for them. Below is a listing of the manufacturers who will be at this year's HIA Show and their booth numbers. For those who can't attend, I've included the companies' addresses so you can write

(CONTINUED ON PAGE 207)



WARGAMING - BOARDGAMING
& MILITARY MINIATURES

What's A Sports Article Doing In A Magazine Like This?

By **Tom Shaw**, Executive Vice President, The Avalon Hill Game Company

THE inspiration for this article came to me last night while listening to an evening talk-show over a 50,000 watt Baltimore station that covers 33 states late at night. The subject this particular night dwelled on inspiration. To be specific, the radio audience was invited to name any individual who they thought was a great inspirational model.

I expected obvious picks such as Winston Churchill, Helen Keller, and Abraham Lincoln, but—to my surprise—a great majority of picks were sports heroes. Not today's! But heroes of yesteryear whose exploits both on and off the field established models of living that parents held forth to their children, and their children's children.

I was amazed at the names given. Walter Johnson (pitcher, old Washington Senators), Ben Hogan (golfer extraordinaire into his 50's), even Raymond Berry (Raymond who?).

These, and others mentioned, all had one thing in common. Faced with adversity, their competitive spirit and will to win was so great, they never gave up.

What does all this have to do with hobbies?

Well, sir, games are now well entrenched in "hobbies." And what has made games so popular now in the hobby field is just this very same appeal. All the best games require "great competitive spirit and a will to win"—even when it appears you are losing. Combine this #1 precept for good games with the "Walter Mitty" approach, and you have the reason why sports games are moving up fast in the hobby market.

While wargame makers capitalized on this Walter Mitty approach a decade ago, only recently have producers of sports games caught on to this angle. And successfully so, if our company's sales are any indication.

Heretofore, sports games as a category have always been slow. Save for a few action games, hyped by Christmas TV promotion, the market was rather weak for sports game publishers. I can't name a runaway bestseller in this area, although most sports games have more redeeming interactive play values than a lot of TV garbage that sells at ludicrously high amounts.

The New "Stat" Sports Game Category

With wargame designers leading the way, the sports game producers are finally getting in on the act. At present, over half-a-dozen publishers are releasing sports games based on recreating exploits of real life players. Here, the player can identify with his current or past hero. He can now indulge himself as a Johnny Unitas or Bart Starr—or any number of heroes past and present in every team sport conceivable.

Traditionally, baseball, football, and golf games are the best sellers. Now we have publishers expanding into other sports fields—basketball, hockey, auto racing, horse racing—you name it. There's a sports game based on simulating events and exploits that one can identify with. Our best selling sports games are those that contain players who are held in high esteem by the public.

From a personal standpoint, Raymond Berry was my hero—the inspiration, believe it or not, of the first sports game I ever designed. Berry had a lithe, 170-lb playing weight that belied his endurance and dependability on the field. He couldn't run fast, he wore contact lenses, and was too light for pro football. Yet this 30th round draft choice of the Baltimore Colts became all-Pro End and, to this day, holds many pass-receiving records.

Here is a person every man can identify with. The heroes of the past—like Berry—keep the sports syndrome alive.

Put Johnny Unitas and Brooks Robinson in the game and you goose sales. Brooks' personal appearances on behalf of our line last year drew large crowds at hobby stores in shopping malls.

Despite opinions to the contrary, sports games are not dead. As with the heroes they eulogize, the new breed of sports simulation game—or "replay" game—or "stat" game as they are often referred to, is gaining in popularity among the young buyers much in the manner wargames created a niche for themselves just a few years ago.

If I have to pick the next gaming category to take off, it has to be this new breed of sports replay game.

Move over, fantasy. Sports gaming is alive and well! ■

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Reaping Wargame Profits

By Lou Zocchi, Zocchi Distributors



GENERALLY speaking, wargames sell better during the winter months when customers find themselves snowbound and seeking indoor recreation. The first mild days of spring tempt many wargamers to do the outdoor things which were impossible during the winter months. The sales slump is only minor and passes very quickly.

Wargamers, like any other type of hobby buff, like to get together and swap war stories, discuss the newest games and play them. If you have room for a folding card table and six folding chairs, you have enough room for games on the premises. I suggest that you encourage the gamers to have *Dungeons & Dragons* games on your slowest open evening. The game should be held at least once per week. Put up a sign to announce your game time and evening. Holding

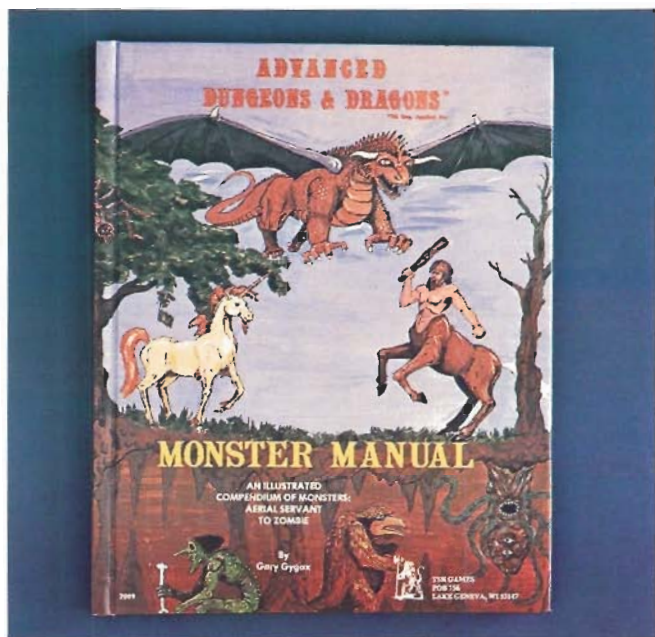
games on the premises offers the following advantages. . . .

First, it gets your shop established in their minds as THE place to get hobby supplies. Second, they'll know that they can meet others who share their interest. Third, you'll get to hear the pros and cons of various titles discussed which can be used later for a sales pitch. Fourth, getting the customers to game at your shop regularly assures that they will see the latest items you have in stock. Fifth, customers generally rationalize with themselves and pick up games before or after the playing session which turns your slow time into profits.

It is more important to carry a broad line than it is to carry

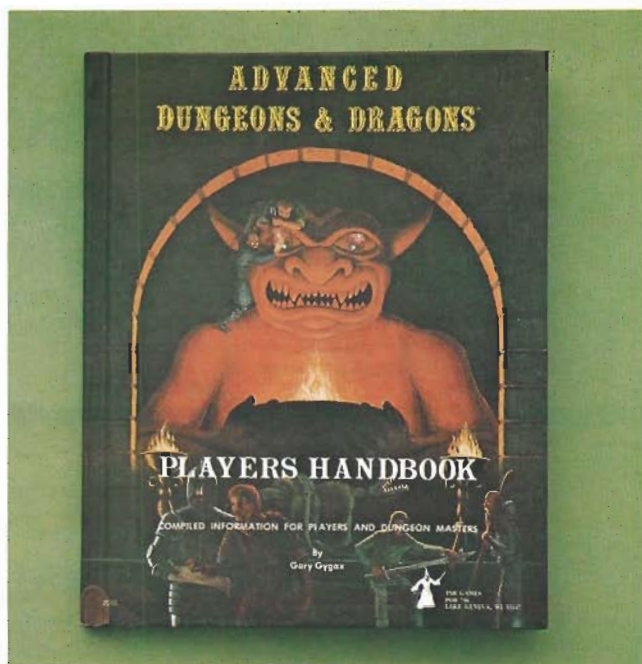
(CONTINUED ON PAGE 202)

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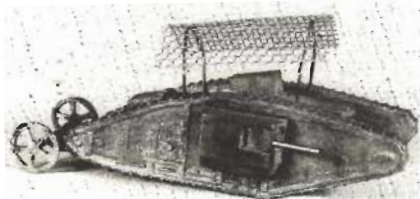


From the Space Squadron range is **Space Ship SS-12**, a single piece casting known as **Space Refueler**. Packaged in bubble pack with 1 per pack. \$3.50 retail.



The Bat and Scorpion Fighters, SS-10, is from the Space Squadron range. Single piece casting, no assembly required. Packaged in bubble pack with 4 of each per pack. \$3.50 retail. **Circle RSC #290.** See ad page 197.

MONARCH MINIATURES



From the WWI range in the 20mm scale. PR-3 is a highly detailed casting of a **British Mark I Tank**. Cast in 11 pieces, considerable assembly is required. Packaged in a plastic bag complete with assembly and painting instructions.



British Mark IV tank, PR-4, is a 20mm casting from the WWI range. A nicely detailed kit, cast in 7 pieces, it requires assembly. Packaged in a plastic bag complete with assembly and painting instructions. **Circle RSC #180.**

GHQ MICRO ARMOUR



1/285th scale casting from the WWII Micro Armour range. US-19 is a US **M-8 Armoured Car**. Cast in 3 pieces, assembles easily. Packaged in a bubble pack with 5 per pack. \$3.75 retail.



From the WWII Micro Armour range in the 1/285th scale is a vehicular casting. G-43 is a German tank known as the **Hetzer**. Cast in 2 pieces, assembles easily. Packaged in a bubble pack with 5 per pack. \$3.45 retail.



W-21 is a Warsaw Pact **BTR-50 Heavy Weapons/Command Carrier**. In 1/285th scale, from the Modern Micro Armour range. Cast in 2 pieces, assembles easily. Packaged in a bubble pack with 5 per pack. \$3.75 retail. **Circle RSC #309.** See ad page 195.

JOHANSEN MINIATURES



From the Fictioneers range in 25mm are Science Fiction castings. (From left to right) is JF-000, **Legionnaire** one man Combat Flier and JF-005 **Legionnaire** advancing with pistol. Both are single piece castings that require no assembly. Packaged in plastic bag, JF-000 has 3 per pack with a \$3.00 retail and JF-005 has 5 per pack

HERITAGE MODELS



(From left to right) The **157th Virginia Cavalry** #6759 and **US Regulars Defending** #6765 are 15mm figures from the Confederates range. Single piece castings, no assembly is required. Packaged in a bubble pack. \$2.95 retail.



A Collectors figure in to 80mm scale #6200 is a casting of **Grenadier** of the 12th British Foot, Suffolk Regiment of 1759. Cast in 8 pieces assembly required. Packaged in a bubble pack complete with painting instructions. \$10.95 retail. **Circle RSC #316.** See ad page 189.

and is a \$1.50 retail.



Sitan Lancer on a Sirex, #JF-025 is from the 25mm Fictioneers range. Cast in 3 pieces, some assembly required. Packaged in a plastic bag with 3 per pack. \$3.00 retail. Johansen Miniatures, Dept. CM, 4249 East 177th St. Bronx, NY 10465.

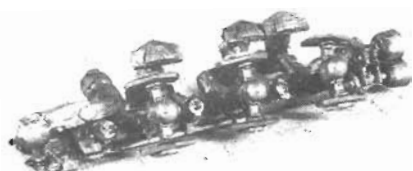
GRENADIER MODELS



SS-6 is a single piece casting of **Trident Fighter**. Space ship is from the Space Squadrons range. Packaged in a bubble pack with 7 per pack. \$3.50 retail.



From the Space Squadrons range is a space ship casting. SS-8 is known as **Cobra Class Cruisers**. Each is cast in 2 pieces and assembles easily. Packaged in a bubble pack with 2 per pack. \$3.50 retail.



Attack Carrier with Bat Fighters comprises SS-9. From the Space Squadrons range it is cast in 7 pieces and requires assembly. Packaged in a bubble pack with 1 per pack. \$3.50 retail. Circle RSC #311.

See ad page 197.

ARMOURY MINOT MINIATURES



Collectors vignette in 1/35th scale from the Minot WWII range. #T-1 is known as the **Checkpoint** and consists of a French bicyclist with a grenade caught by a German Officer and Soldier. Cast in 9 pieces, some assembly is required. Packaged in a plastic bag complete with painting instructions. \$9.00 retail.

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25mm scale figure from the Fantasy Mythology range. #649 is a casting of **Princess Jasmine** on foot and riding a Unicorn. 3 pieces to this set with some assembly required. Packaged in a plastic bag. \$2.29 retail.



25mm figure from the Science Fantasy range. #2055 is a casting of a **Lizarden Starknight**. Single piece casting, no assembly is required. Packaged in a plastic bag with 1 per pack. \$1.98 retail. **Circle RSC #314.** See ad page 188.

GHQ MICRO ARMOUR



1/285th scale casting from the WWII Micro Armour range. G-42 is a **German PAK 40** 75mm gun. Cast in 2 pieces, assembles easily. Packaged in a bubble pack with 5 per pack. \$3.45 retail.



From the WWII Micro Armour range in the 1/285th scale is a vehicular casting. US-17 is an M-36 B-1 tank. Cast in 3 pieces, assembly required. Packaged in a bubble pack with 5 per pack. \$3.75 retail.



N-31 is a NATO 100mm Super Sherman Main Battle Tank. In the 1/285th scale from the Modern Micro Armour

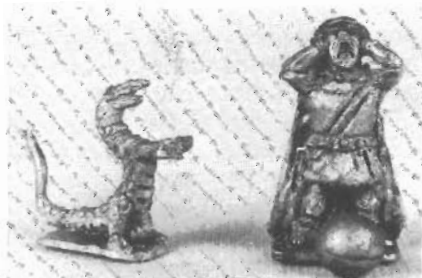
range. Cast in 2 pieces, assembles easily. Packaged in a bubble pack with 5 per pack. \$3.75 retail. **Circle RSC #309.**

See ad page 195.

HERITAGE MODELS



15mm scale figure from the Confederates range. #6753 is **CSA State Militia Attacking**. Single piece castings, no assembly is required. Packaged in a bubble pack. \$2.95 retail.



From the Fantastiques range in 25mm are fantasy castings. Shown are a few figures from set #1059 that is known as **The Supporting Cast**. Packaged in a bubble pack with 8 per pack. \$3.95 retail.



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GHQ MICRO ARMOUR



1/285th scale casting from the WWII Micro Armour range. US—23 is a M4A1 76mm **Main Battle Tank**. Cast in 3 pieces, some assembly required. Packaged in bubble pack with 5 per pack. \$3.75 retail.



From WWII Micro Armour range in 1/285th scale. US-24 is a **M-36 Tank**. Cast in 3 pieces, some assembly required. Packaged in bubble pack with 5 per pack. \$3.75 retail.



G-44 is a **German PZIV H Medium Tank** in 1/285th scale from WWII

Micro Armour range. Cast in 2 pieces, it assembles easily. Packaged in bubble pack with 5 per pack. \$3.75 retail. **Circle RSC #292.**
See ad page 195.

MCEWAN MINIATURES



From Asgard range in 25mm is a fantasy figure. FM-19 is casting of **Storm Giant**. Cast in 3 pieces some assembly is required. Packaged in plastic bag with 1 per pack.

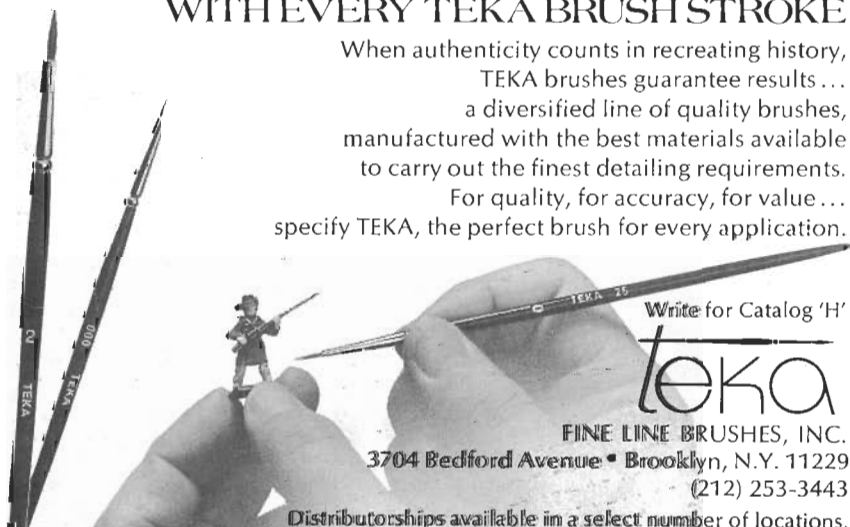


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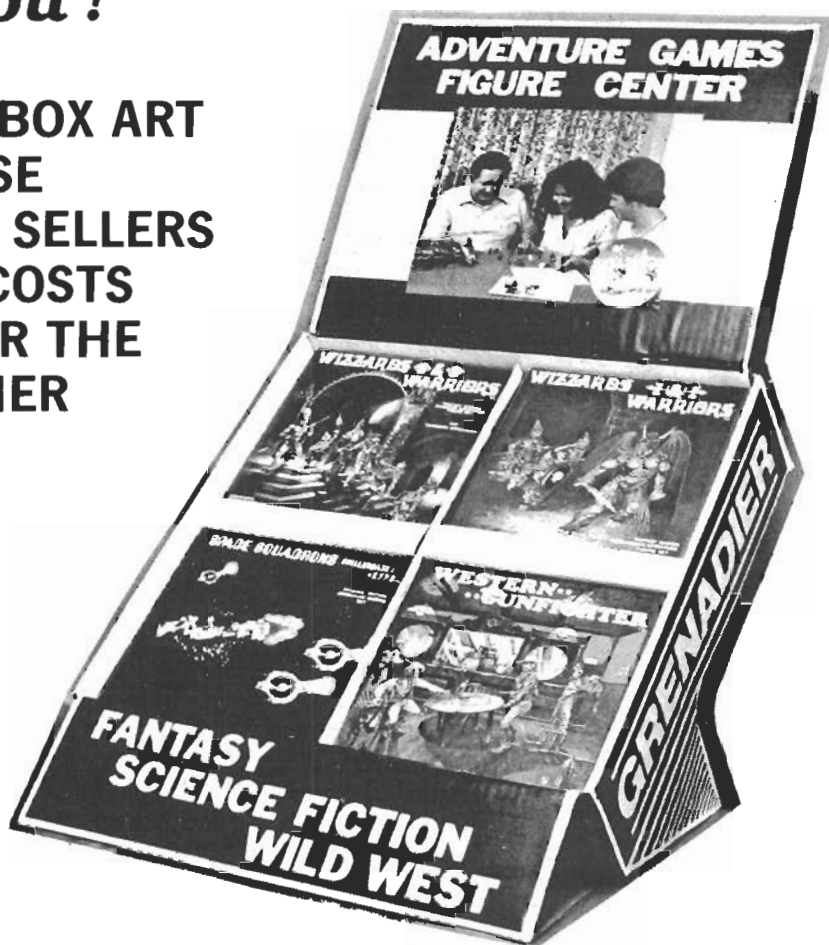
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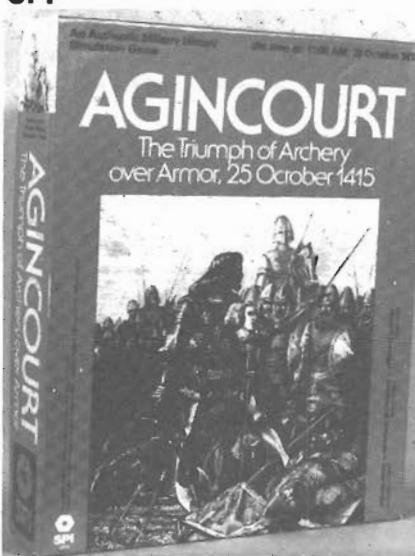
Littorio is a hypothetical boardgame simulation of a conflict between Brazil and her neighboring countries. Game takes into consideration the land, air and sea battles that may occur. Good game about a possible future hot spot. Should be recommended for intermediate level gamers. Packaged in a plastic bag with rules, map, charts and tables and die cut counters. **Circle RSC #273.**

OPERATIONAL STUDIES

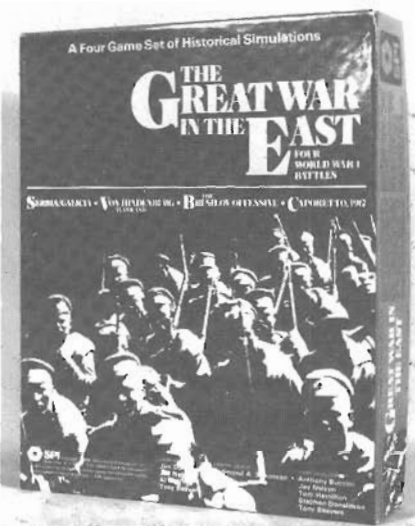


Panzerkrieg is a boardgame simulation of the historical battles that occurred in Southern Russia between 1941 and 1944. Operational level game, supply is just as important as battles won. Well researched game, it has been thoroughly tested since this is the second time this simulation is published. Contains some new additions and many clarifications over the first edition. Panzerkrieg is a simulation that should be recommended for the intermediate gamers. Packaged in a bookcase box with map, rules, study folder, die cut counters, charts and tables. \$14.95 retail. Operational Studies Group, Dept. CM, 1261 Broadway, New York, NY 10001. **Circle RSC #277.**

SPI



Agincourt is a historical boardgame simulation of this famous battle of 1415. This was where archery defeated armour. An interesting game that is fairly simple with the challenge in the playing. Should be recommended for those with some experience in boardgaming. Packaged in a bookcase box with map, rules, die cut counters, charts and tables. \$10.00 retail.



The Great War In The East is a quad-game system of four battles that occurred during WWI. They are the battles of Caporetto, The Brusilov Offensive, Serbia/Galicia and Von Hindenburg in Poland. These were not the standard trench warfare battles that is often thought of. Movement and envelopment were key factors to the victors of these historical battles. Were decisive battles whose effects are still felt today. All of the games use a Standard Set of Rules with Exclusive

FANTASY GAMES



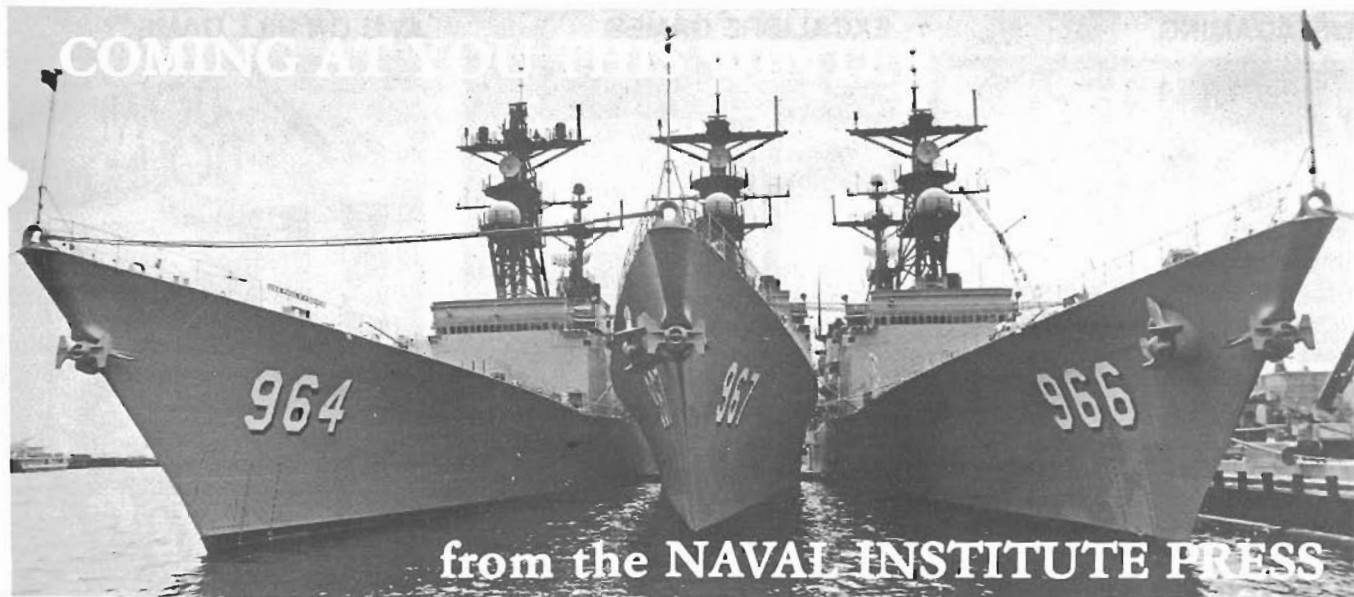
The DragonLords is a fantasy boardgame simulation where two wizards battle each other for control of Anador. Fantasy world contains all types of characters with each having different combat abilities. The Wizards have different spells of varying complexity and strength at their disposal. Players must build their armies from taxes collected and the type unit chosen depends on the finances of the Wizard. An excellent game where strategy and planning is as important as military might. Rules are well written with examples and game could be recommended for beginners. Packaged in a zip lock bag with map, rules, die cut counters, charts and tables.

EXCALIBRE GAMES



Ancient Conquest II is the second in the series of Ancient Warfare boardgame simulations continuing where the first left off. Different type of game where the victor is determined by comparing how well he did with the historical results. Game that not only keeps players thinking, but teaches history. Complete game that is excellent for beginners or veterans. Packaged in a zip lock bag with map, rules, die cut counters, charts and tables. \$9.95 retail.

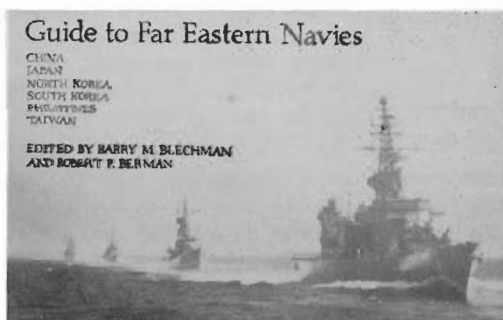
rules for each battle. Of intermediate complexity, they should not be recommended to those with limited boardgaming experience. Packaged in a bookcase box with maps, rules and die cut counters. \$14.00 retail. **Circle RSC #270.**
See ad page 201.



Guide to Far Eastern Navies

CHINA
JAPAN
NORTH KOREA
SOUTH KOREA
PHILIPPINES
TAIWAN

EDITED BY BARRY M. BLECHMAN
AND ROBERT P. BERMAN



GUIDE TO FAR EASTERN NAVIES

Edited by Barry M. Blechman and Robert P. Berman.
Foreword by Elmo R. Zumwalt, Jr., Admiral USN (Ret.)

Here is a comprehensive and authoritative description of East Asian navies and their relationships to the Soviet Pacific and U.S. Seventh fleets.

Guide to Far Eastern Navies contains a wealth of timely information, including an examination of the naval significance of the region as a whole and its relation to the U.S. and Soviet fleets.

The navies of China, Japan, Taiwan, the Philippines, and the two Koreas are discussed in individual chapters by experts on each navy. Commander Bruce Swanson, USN, traces the mysterious course of Chinese naval history from the 19th century to the present. Commander James Auer, USN, and Commander Sadao Seno, JMSDF (Ret.), together describe an

efficient, technically advanced, but politically handicapped Japanese self-defense force, identifying the strength and weaknesses of that fleet. The navies of the ever-volatile Koreans are expertly examined by Norman Polmar, and Jeffrey Record explains why the Philippine Navy is principally made up of U.S.-supplied small combatants and amphibious ships. William Dorch provides a study in depth of the embattled, aging, but well-maintained navy of Taiwan, which is now turning to countries such as Israel for modern armament.

Ships, aircraft, and weapons are tabulated and shown pictorially in a separate section to facilitate comparisons of these important, but little-known navies.

1978/336 pages/illustrated/\$32.95



A PANORAMA OF GAFF RIG

By John Leather and Roger M. Smith

Here is a rousing look at gaff rig in its prime during the period of 1890 to 1939, and a vivid record of its remarkable revival in more recent years. Featuring over 100 photographs, all previously unpublished, *Panorama* describes yachts of all sizes, as well as a variety of commercial craft.

Each of Roger Smith's photographs has been selected to express some aspect of gaff rig evolution and development; each is complemented and explained by one of John Leather's substantial captions. His introduction provides detailed background on the craft, their builders, owners, crews, and uses.

A Panorama of Gaff Rig will serve as a reminder of the variety of gaff rig in arrangement and methods of rigging, the type of craft it propelled and the men who used it for work or pleasure.

1977/112 pages/illustrated/\$9.95

CAMERA AT SEA 1939-45 Edited by Anthony Preston

Camera at Sea touches upon every aspect of naval conflict. It contains a stunning selection of the very best black and white and color photography of the Second World War at sea including rare photos of ships, close-ups of weapons and equipment, and dramatic action shots that reveal the determination and courage of those who go down to the sea in ships.

Gathered from official, commercial, and private sources, many of these photos have never before been published, and of those which have, few have been seen since the war. A

detailed text, written by a team of internationally famous naval authorities, accompanies each photo to point out salient features and place the photograph in the wider context of the war. *Camera at Sea* is unique for the clarity and detail of its photos and for its merit

as an historical record. 1978/192 pages/Illustrated/\$21.00



Orders may be sent directly to the Naval Institute Press, Annapolis, MD 21402.
Standard trade discount schedule applies.

METAGAMING

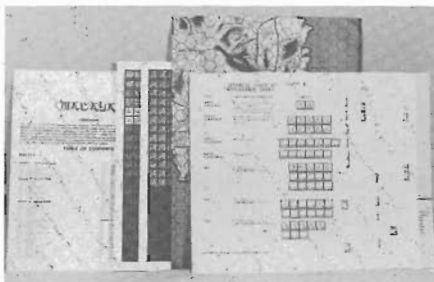


The Fantasy Trip—Wizard is a boardgame simulation of magical combat on a fantasy world. Micro-game has players creating their characters and having combat with various magical spells. Excellent game that is easy to learn and fun to play. Highly enjoyable for new gamers as well as veterans. Packaged in a plastic bag with map, rules and die cut counters. \$3.95 retail.



The Fantasy Trip—Death Test is the

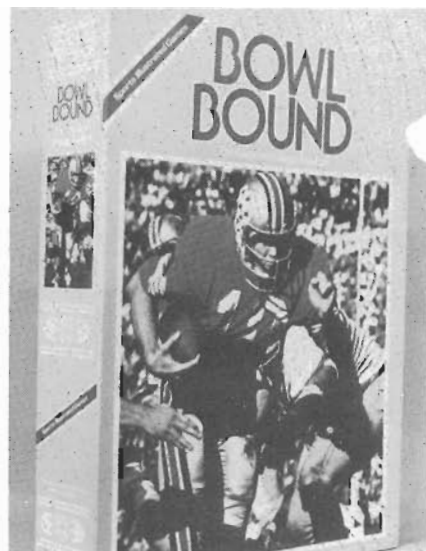
EXCALIBRE GAMES



Malaya is a historical boardgame simulation of the conflict between Japanese and British forces on this Pacific Peninsula during 1941. Taken into consideration are the land, air and naval forces that saw action there. Fairly large game of intermediate complexity. Should be recommended to gamers with some experience. Packaged in a zip lock bag with map, rules, die cut counters and charts and tables. \$14.95 retail.

first in a series of MicroQuests to be released. Death Test is a solitary dungeon that can be used with the micro-games Wizard or Melee. Players progress through the dungeon trying to fight off foes and gain treasures. Allows players to sharpen their skills when no opponents are available. Packaged in a plastic bag with extra wide die cut counters. \$2.95 retail. **Circle RSC #176.** See ad page 206.

AVALON HILL GAMES



Superstar Baseball is a boardgame simulation of this popular sports pastime. Allows you to pit the superstars of yesterday against each other. Many of the greatest players of baseball are depicted in this game and the players act as the manager deciding where they should play, the batting order and should they bunt, steal or hit away. Highly enjoyable game, it is easy to learn and fun to play. Can be recommended to any gamer, no matter what his interest is. Packaged in a bookcase box with mounted map, rules and player data cards.



Bowl Bound is a boardgame simulation of college football. This simulation allows gamers to play some of the great college teams of the 60's against each other. They manage their teams by calling the offense and defense. Excellent game is easily learned and can prove unlimited enjoyment. Package in a bookcase box with mounted map and team charts. **Circle RSC #247.** See ad page 193.

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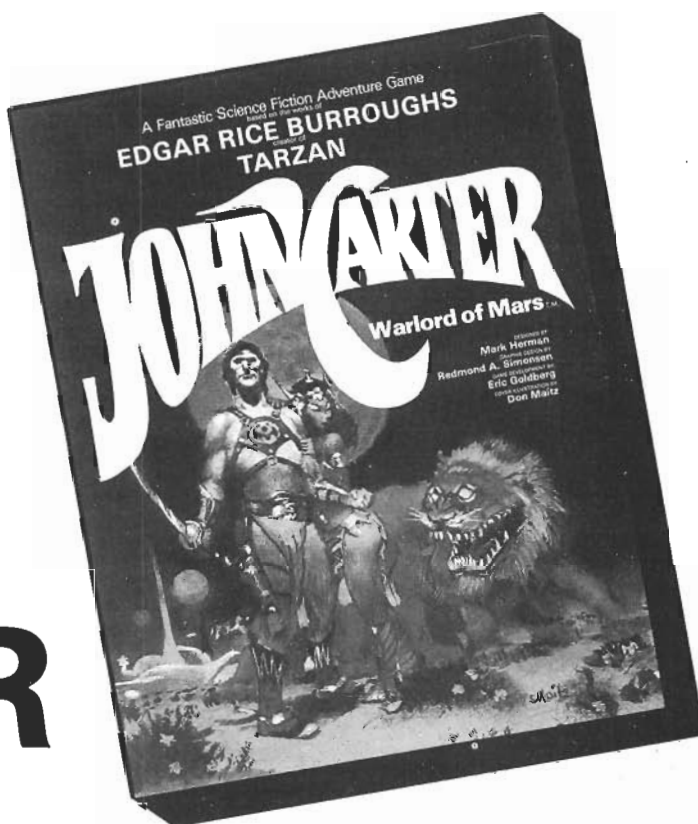
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REAPING WARGAME PROFITS

(CONTINUED FROM PAGE 190)

an in-depth supply. The shotgun technique of providing many titles, with little or no depth, increases your chance to sell the same customer several items which appeal to him. In his mind, you've created the illusion that he had a lot to choose from so he'll come back the next time he can afford to expand his library. Gamers thrive on the idea of having large selection available. *The Little Soldier Shop* in Rockville, Maryland routinely sold more Avalon Hill and S.P.I. games than the two discount stores on both sides of his location. Despite the fact that they undersold him by at least \$1 per title and sometimes \$2 per title, *Little Soldier* sold more games than both competitors combined! Why did gamers bypass the \$2 per title savings offered by the discounters? They did it because *Little Soldier* regularly stocks ALL the Avalon Hill, S.P.I. and privately produced games and *always has something new in stock*. The discounters offer only the hottest selling items from Avalon Hill or S.P.I. The discounters refuse to carry the full line and slower selling titles because they are looking only for fast bucks. They refuse to gamble on new, unproven titles. Discounters can't be bothered with special order requests and they rarely give the personalized attention received in most hobby shops. So, when the gamer has money to spend, he thinks first of the place which offers him the greatest diversity of new titles. He'll want to check over all the new items being offered before plunking down the money saved up to get the title he wanted all along. Although he knows what he wants before leaving home, he likes the extra assurance of knowing that his money is getting him the latest thing, or the item he has wanted for a long time.

Wargame conventions are being held in many U.S. cities.

Manufacturers come to these conventions in hopes of opening new *hobbyshop* accounts and creating even bigger markets for their products. The gamers attend the conventions because they'll see something new and different. Wargame conventions offer shop owners several excellent opportunities. If they have shops in the town where the convention is being held, they'll notice an increase in wargame sales on the very days the convention is running. A little business card size ad in the wargame convention brochure will assure that curious gamers are going to be looking in to see if you have something not shown at the convention. It also makes your shop known to people who live nearby but who don't realize that you can provide what they want. It's the ideal way to start a wargame club which centers around your shop. It also gives you a chance to meet the manufacturers, find out what is selling best, learn of new items scheduled for later release and resolve any problems noted with one particular product line or another. Supporting and encouraging a wargame convention in your community holds a lot of full circle benefits.

To be enjoyed, most games have to be played with someone. If a clipboard with a pencil tied to it was placed in the game area, buyers of wargames could be induced to write their names and phone numbers on it so that others who share their interest could contact them for games. That list can start a club and you can use it to phone them when a particularly interesting new game comes in. I suggest that you write on the top of the pad WARGAMERS CONTACT LIST and PHONE NUMBER. Once you have a few names on the pad, others will mysteriously appear as each gamer realizes what a good deal it is. Gamers shopping your store for the first time will delightedly notice your efforts to help them contact each other.

A SWAP or FOR SALE board is also valuable. Encourage customers to put up 3 x 5 cards of items they have for sale or swap. They can also post on it notices to recruit others to the hobby. Customers will make extra trips to your shop just to assure them that something new on the swap board doesn't escape their attention. Those selling as a result of notices posted on your board generally spend that money on improved, more expensive models of the very thing just sold. Putting up the contact list and sales board is a fast and easy way to establish your shops reputation as *THE PLACE* where important hobby things are happening.

Shops near universities and military bases frequently sell staggering quantities of fantasy and science fiction games. The sales pace at several of them is so intense that their owners have to phone in orders to restock after each weekend or military pay day. *Air Craft Hobbies* in Bellevue, Nebraska near Offut AFB, *Enterprise 1701* in Orlando, Florida near the Naval base, and *Village Toy and Hobby* in Auburn, Alabama near Auburn University are typical of shops which phone in orders. Because of our weekly communications, they always have the newest games in stock. Customers are continuously lured back to check out the new items. Our annual new games catalogue can't compete with shops like these and we have an exceedingly poor direct mail sales response in each of their areas. We cannot compete with these shop owners and we don't pretend to try. They have killed our direct mail sales by providing their customers with all the newest games at the earliest possible time. How many sales have we made to your customer because you have been waiting for someone to ask for wargames?

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Seven New Games From Avalon Hill

A highly ambitious offering of seven new games to be shown at the HIA Show and Toy Fair has been announced by The Avalon Hill Game Company.

Continuing with tradition, there will be two new wargames added to the line. *Bismark* and *Cross of Iron* reflect contemporary tastes in wargames centered on the WWII conflict. *Cross of Iron* is actually an extension kit to the company's popular *Squad Leader*. Both retail for \$12.00.

Moving into the growing fantasy market, Avalon Hill feels it will have a best seller in *Magic Realm*. This game embodies much of the Tolkien syndrome, which will help create con-

sumer interest in this new design. It's a \$15.00 retail game.

Another likely hit should be the *Book of Lists Game*, based on the Irving Wallace #1 best seller book of the same name. The game contains many of the same informative lists of the book, plus many new ones guaranteed to spice up play of this game that is right out of the *Facts in Five* design mold.

To complement the rapidly increasing interest in Avalon Hill's Sports Illustrated line are *USAC Auto Racing*, *Major League Baseball*, and *Regatta*. Authorized as the only officially sanctioned game of the United States Auto Racing Club, *USAC*

Racing is based on the famous "Indy 500." The game includes full-color "bubble-gum" type cards of the real-life championship drivers. *Major League Baseball* is based on statistical performances of current baseball players, guaranteeing great interest for those who relish solitaire play in addition to traditional head-to-head strategy play. *Regatta* presents all the thrills and disappointments of real-life yacht racing. All three new sports games retail in the \$12-15.00 neighborhood.

For more information on these new games and a special promotional plan, write The Avalon Hill Game Co., 4517 Harford Road, Baltimore, MD 21214. ■

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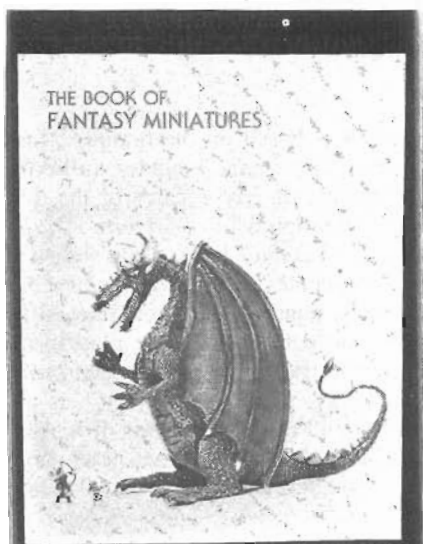
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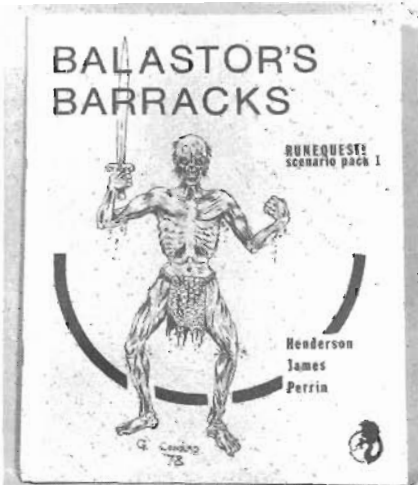
WARGAMING SHOWCASE

PHOENIX GAMES



The Book of Fantasy Miniatures is a soft cover 64 page painting guide for the fantasy miniaturist. Contains details as to what color a particular figure should be painted in what areas. Are also some painting hints and a detailed glossary of what fantasy figures are available. A must for the avid fantasy gamer who's always looking for more information. \$7.95 retail. **Circle RSC #246.**
See ad page 206.

CHAOSIUM

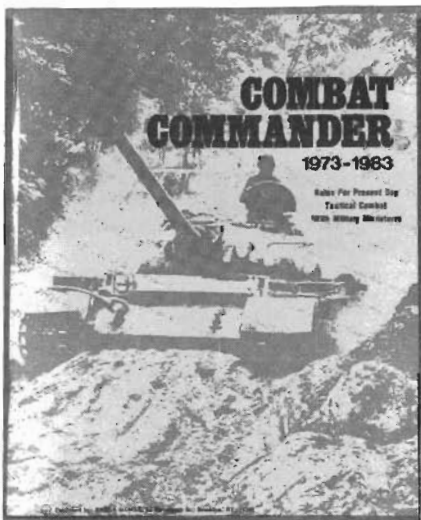


Balastor's Barracks is a 24-page Scenario booklet for the popular fantasy role playing game of Runequest. Outlines an adventure for the referee to use. Contained within are charts and tables to be used when going on this adventure. \$3.00 retail. **Circle RSC #272.**
See ad page 188.

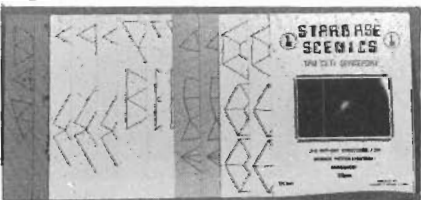
ZOCCHI ASSOCIATES



Sea Steeds and Wave Riders and **Citadel of Fire** are the latest releases from the Judges Guild. **Sea Steeds and Wave Riders** is a aid for gamers wanting to add some naval action to their games. Can be used for fantasy or historical medieval gaming. **Citadel of Fire** is a game aid to be used with the game of **Dungeons and Dragon**. A **Dungeon Masters** aid and contains all charts, tables and many maps needed for an adventure. **Sea Steeds and Wave Riders** is a \$6.50 retail and **Citadel of Fire** is a \$3.00 retail.

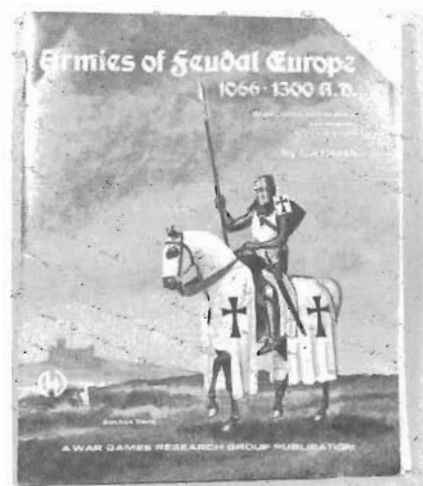


Combat Commander is a set of miniature rules for present day combat. Highly detailed, it includes rules for all of the latest weaponry that could be used. Contains numerous data charts illustrating weapon capabilities as used with this game. Fairly complex rules set, it should not be recommended to beginners. \$10.00 retail.



Starbase Scenics consists of 12 sheets of 3-dimensional cut-outs for Science Fiction gaming. Allows gamers to

HERITAGE MODELS



Armies of Feudal Europe 1066 - 1300 AD is a 116-page booklet devoted to this little covered period of history. Written specifically with the wargamer in mind it is devoted to the Tactics, Organization, Dress and Weapons of the Armies during this era. Contains numerous black and white sketches of the various types of infantry and cavalry used during this period. Excellent reference book for the wargamers of this era. **Circle RSC #271.**
See ad page 189.

create 6 spaceports and 6 colonies. Nice idea that could add a new dimension to a Sci-Fi game. Packaged in a zip lock bag. \$5.00 retail.

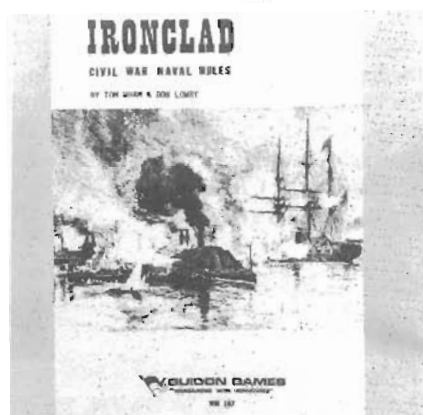


1944 Cassino and 1944 rules is a combination that is now being offered by Zocchi Associates. 20mm plastic figures created by Atlantic make an excellent starter kit for this fine set of World War II rules. If the rules are purchased with the figures, there is a 50¢ off coupon towards purchase of the rules. **1944** is an excellent set of rules that has been around for many years and has been thoroughly tested. Atlantic figures are \$6.00 retail and **1944** is \$5.50 retail. **Circle RSC #177.**
See ad page 194.

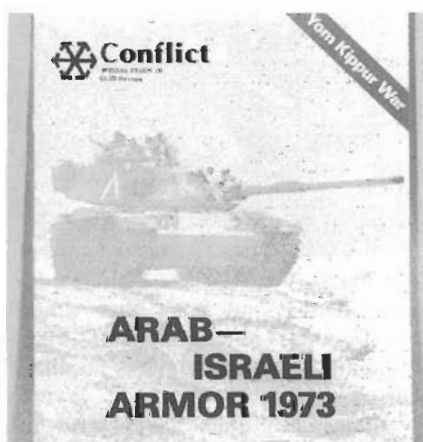
TSR

The Dungeon Module D1, Descent into the Depths of the Earth, contains all background information for adventures using the Advanced Dungeons and Dragon game. Dungeon Master's aid containing map, charts and tables. First of three modules in series; all can be combined to form one large adventure. To be used only as aid with Dungeon Master being able to add some of his own ideas. Packaged in see-through plastic wrapper. \$4.98 retail. **Circle RSC #211.** See ad page 191.

LOWRY ENTERPRISES



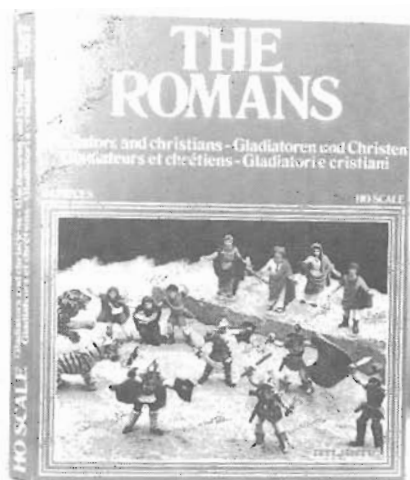
Ironclad is a set of miniature rules for recreating Naval Battles of the American Civil War. Fairly simple rule book, it allows gamers to fight it out on the rivers and seas.



The Arab-Israeli Armour, 1973, is a study of the armour employed by these antagonists. Shows the strength and weaknesses of the vehicles, weapons and armour employed in the Yom Kippur War. Numerous photos and line drawings of equipment. Detailed charts of useful information also included. \$3.00 retail. **Circle RSC #288.**

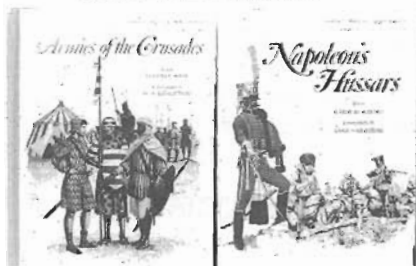
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EURO IMPORTS



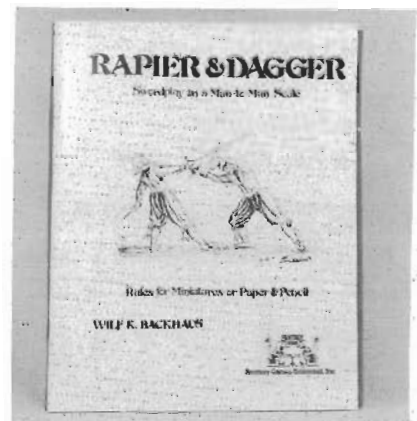
The Romans, #1517, is a kit of 64 pieces that show gladiators and Christians in the arena. Can be used for Gladiator wargames or small dioramas. Packaged in the story-box format that has a short history of the subject. Some assembly may be required.

HIPPOCRENE BOOKS



Armies of the Crusades and **Napoleonic Hussars** are two of the latest Osprey Men-at-War books. Contain eight pages of color sketches showing different uniforms. Numerous photos and well written historical information. Excellent books for the modeller, wargamer or historian. \$5.95 retail each. Hippocrene Books, Dept. CM, 171 Madison Ave., N.Y., NY 10016.

FANTASY GAMES



Rapier and Dagger is a set of rules for sword play as it occurred during the 14th and 15th centuries. Allow the gamer man-to-man action with paper and pencil or miniatures. Separate rules differentiate the type of game that is played. Fine set of rules that allow realistic, detailed game. Should not be recommended for beginners because of the amount of detail. Rules may take a few readings to be fully understood. \$4.00 retail. Fantasy Games Unlimited, Dept. CM, Box 182, Roslyn, NY 11576.

BILL DEAN BOOKS

USAF Medium Bomber Units and Fighter Units in Europe 1942 to 1945 are two soft-cover, 48 page books. Through the use of tables you are shown the types of planes that flew with that unit. Also provided are short histories of the units that are discussed. Color sketches of uniforms and planes are given as well as many photographs. Fine books for the wargamer, modeller or dioramist. \$5.95 retail each.

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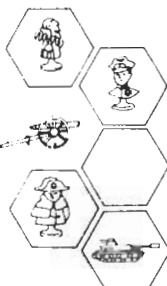
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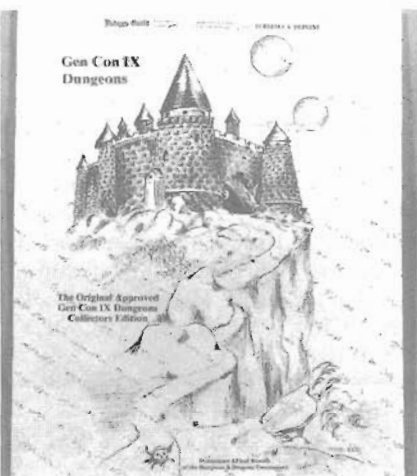


The Jungle Outpost is a 20mm plastic kit that can be used in a wargame or diorama. Contains a base and all of the accessories shown. Packaged in a box complete with assembly and painting instructions.



1/32nd scale plastic castings of **Japanese Infantry**. They are from the multi-pose range and contain 6 different figures. Each can be built to a different pose as desired. There are extra arms and legs with each kit. Packaged in a box with assembly instructions. **Circle RSC #248.**

ZOCCHI ASSOCIATES



Gen Con IX Dungeons is a fantasy gaming aid for the Dungeon Master refereeing a game of *Dungeons and Dragons*. Material used is an exact replica of the Tournament Dungeon that was used at Gen Con IX. Allows gamers who couldn't attend convention to see how they would have done. Excellent gaming aid that can be used for tournaments anywhere *Dungeons and Dragons* is played. \$3.50 retail. **Circle RSC #274.**
See ad page 194.

GAME DESIGNERS

Operation Crusader is detailed historical boardgame simulation of campaigns in North Africa during May to November 1941. Tactical operational simulation, Covers fighting around the port city of Tobruk. Important part for both sides is that most of the desert fighting is centered around capture of this area. Special rules are provided for armour, supply and air units used in game. Interesting rule concept employed for the movement of land units used in scenarios. All rules are well written with many examples of play provided. Large game that is highly detailed, it accurately simulates the problems encountered with desert warfare. **Operation Crusader** could be recommended for those with intermediate background in boardgaming. Packaged in flat top box with five maps, ten sheets of die-cut counters, two rule booklets, charts and tables. \$29.95 retail. **Circle RSC #289.**
See ad page 196.

CHARLES SCRIBNERS



The Focke Wulf 190 At War is a 160 page, hard-bound book that studies this famous German aircraft. Illustrated are the various models produced and why changes were made. Written to fill in many unknown facts of this plane and to supplement many of the other books that have been written about it. Contains numerous photos and line drawings of this plane in action. Fine book for the modeller or dioramist. \$12.50 retail. Charles Scribners, Dept. CM, 597 Fifth Ave., New York, NY 10017.

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Phoenix Games
12180 Nebel St. Rockville, MD.
(301) 770-5922
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COMMAND STUDY

(CONTINUED FROM PAGE 187)

them for information. Following this is a short description of the companies' products or items they will be previewing at the Show. When meeting or writing to the companies, please be sure to mention you knew where to locate them because of this section in CM&HI.

AVA International,
Inc.—#1110-1114A

P.O. Box 999

Hewitt, TX 76743

20 mm plastic figures, scenics,
collectors figures.

Badger Air Brush
Co.—#2301-2302

9128 Belmont Ave.

Franklin Park, IL 60131

Different model air brushes,
accessory bottles for painters.

Chilton Book Co.—#2631-2632

Chilton Way

Radnor, PA 19087

Books of all kinds.

Dimension Six, Inc.—D.A.D.

4625 S. Sherman St.

Englewood, CO 80110

Boardgames.

Dremel

Mfg.—#1206-1208-1306-1308

4915 21st St.

Racine, WI 53406

Miniature tools, table saw.

Eon Products—D.A.D.

96 Stocken St.

Dorchester, MA 02124

Sci-Fi boardgames.

GHQ Micro Armour—D.A.D.

2634 Bryant Ave. So.

Minneapolis, MN 55408

New assortment pack, Micro
Armour, houses.

Game Designers Workshop—#314

203 North St.

Normal, IL 61761

Boardgames, miniature rules.

Grenadier Models, Inc.—#127

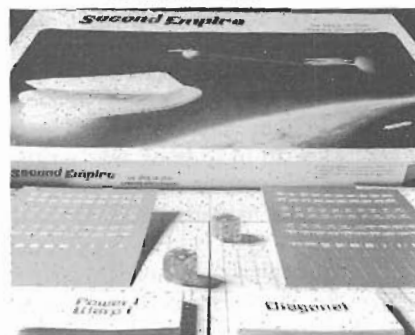
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Springfield, PA 19064

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GAME DESIGNERS



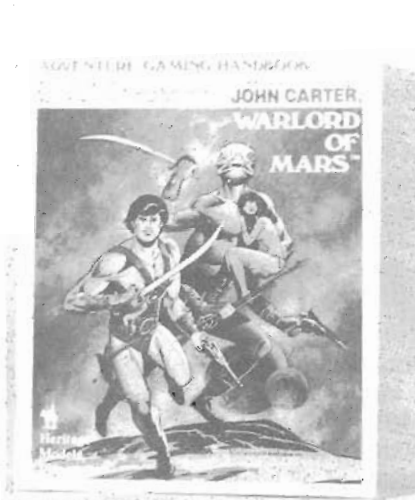
GHQ



GRENADIER



HERITAGE MODELS



Heritage Models,
Inc.—#311-313-224-226

9840 Monroe Dr., Bldg. 106

Dallas, TX 75220

Miniatures, Ross-Heroics Armour,

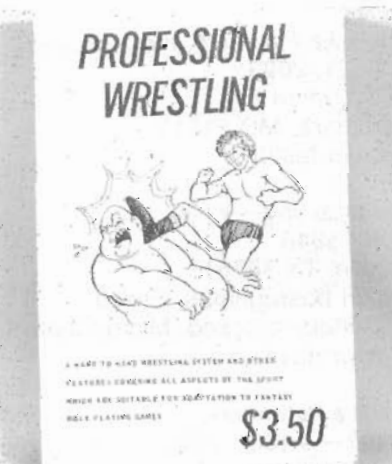
SPI



TSR HOBBIES



ZOCCHI ASSOCIATES



Daveco 1/3000th ships, Dixon
Miniatures, rule books,
boardgames.

(CONTINUED ON FOLLOWING PAGE)

New From Game Designers'

GAME Designers' Workshop has announced the publication of their newest games. In keeping with their diversified approach to the hobby, the new titles include board wargames, role playing adventures and miniatures. The subjects range from the Napoleonic era to World War II to the distant future.

1942! is their brand new Series 120 game. The 120 series is designed to be inexpensive and quickly played, yet without sacrificing quality. *1942!* is their first World War II 120 and is a simulation of the opening Japanese moves in the Pacific as they wrest the Philippines, Malaya, Singapore and Java from Allied control. Designed by Marc Miller, *1942!* is attractively packaged with a colorful rules folder, counters and map in a ziplock bag. It has a retail price of \$5.00.

Mercenary is the newest rules book in Game Designers' popular *Traveller* universe. This role playing game features high adventure as players struggle for power and glory across the universe in the far future. *Mercenary* concerns itself in detail with the recruit-

ing, training, outfitting and use of individuals, combat units and weapons systems within the *Traveller* framework. This 56-page book was written by Frank Chadwick and is complete with illustrations and charts. It retails for \$5.98.

The centerpiece of Game Designers' new wave of releases is Rich Banner's *The System 7* concept breaks new ground at the interface of conventional board games and traditional miniatures, utilizing a rules book based on Game Designers' popular *Fire & Steel* system and conducted with diecut cardboard counters across tabletop battlefields.

The die-cut counters are the most precise and colorful ever released by the Workshop. They are 3/8-inch deep and up to two inches wide, sized according to the actual formation and frontage requirements of Napoleonic units and printed in the authentic uniform and facing colors of the historical units. Arrayed on the field of honor, they present an attractive and impressive panorama.

The rules play as well as the counters look, embellishing and refining *Fire & Steel* to recreate Napoleonic

action at a scale roughly equivalent to 7mm miniatures. Alternately, players may elect to use the counters with any other Napoleonic rules.

Each set of *System 7* counters contain 2 to 3½ sheets of playing pieces representing formations of a European army as it was organized between 1808 and 1814. The first four sets—two of them containing the rule book at no extra charge—are available now, with plans to release more than two dozens additional sets, making the armies of every continental nation in the Napoleonic era available to the enthusiast. Not all sets are necessary to play. A gamer needs only two sets, one each of opposing armies, to begin campaigning.

System 7 is intended for the miniaturist, for the boardgamer, and for the collector. *System 7* is the perfect bridge for board gamers crossing into miniatures, and for miniatures players who don't have the money to invest in figures. Game Designers' intends *System 7* to supplement and complement miniatures gaming. The army is attractive, unbreakable and needs no painting. The games retail for \$6.98 and \$7.98. **Circle RSC #251.** ■

COMMAND STUDY

Kalmbach Publishing
Co.—#2635-2635A
1027 North 7th St.
Milwaukee, WI 53233
Magazines.

Life-Like Products, Inc.—#2103,
2021, 2023
1600 Union Ave.
Baltimore, MD 21211
Terrain features.

Metagaming—#104
Box 15346
Austin, TX 78761
Sci-Fi boardgames, Stellar
Conquest boxed, Micro-Game
floor display.

Pactra Industries,
Inc.—#1001-1005
7060 Hollywood Blvd.
Los Angeles, CA 90028
Paints.

Phoenix Games—D.A.D.
12180 Nebel St.

Rockville, MD 20852
Boardgames.

Ral Partha—D.A.D.
3726 Lonsdale
Cincinnati, OH 45227
Miniatures.

Simulations Publications
Inc.—#332
44 E. 23 St.
New York, NY 10010
Boardgames, game capsules with
counter display (special price if
ordered at Show), John Carter
of Mars game.

Squadron/Signal Publications,
Inc.—#1504-1505
3461 E. 10 Mile Rd.
Warren, MI 48091
Books of all kinds.

TSR Hobbies—#2721-2722
Box 756
Lake Geneva, WI 53147
Boardgames, rule books, 4-D a
chess-like game.

Teka Fine Line Brushes,
Inc.—#2315
1474 E. 31 St.
Brooklyn, NY 11234
Paint brushes, tools.

Testor Corp.—#2104
620 Buckbee St.
Rockford, IL 61101
Paints.

The Avalon Hill Game
Co.—#301-302
4517 Harford Rd.
Baltimore, MD 21214
Boardgames, sports games.

Woodland Scenics—#1408
Box 266
Shawnee Mission, KS 66201
Terrain accessories, buildings.

Zocchi Associates
(Gamescience)—#804
7604 Newton Dr.
Biloxi, MS 39532
Boardgames, rule books,
miniatures, Strike Force, Alpha,
Star Fleet, plastic and metal
ships. ■